

# 1969 EDITORIAL INDEX

## Purchasing Magazine

### **COST REDUCTION, VA, PURCHASING RESEARCH, STANDARDIZATION**

Bibliography, A basic purchasing .....	70 Mar. 20
Blanket orders cut costs, reduce your inventory/ <i>Owens</i> .....	66 May 15
Buyer performance? What's the norm for/ <i>Ashman</i> .....	81 June 12
Buying for profit: .....	May 1
Materials .....	73
Parts & Components .....	145
Supplies & Services .....	293
Tools & Equipment .....	241
Can't see what you're buying, When you/ <i>Dowst</i> .....	55 June 12
Check your costs, Pick your parts to/ <i>Dowst</i> .....	41 Dec. 25
Coding system cuts MRO cost 5% .....	53 July 10
Copier ends split-shipment chaos .....	60 Sept. 4
Cost reduction, Don't fudge on .....	78 June 26
Defense buying, Three ways to put profit in/ <i>Wulff</i> .....	50 July 10
Distributor, What to look for in a .....	90 Sept. 18
Don't let tradition slow down VA/ <i>Farrell</i> .....	51 May 1
Engineering, Bridge the gap to .....	64 Aug. 21
Envelopes, How a pro buys/ <i>Wulff</i> .....	67 July 24
Equipment and furniture: focus on function, durability, and cost .....	72 Oct. 30
Fewer carriers—lower costs .....	50 Oct. 30
Form saves \$30,000, Three-in-one/ <i>Stimson</i> .....	50 Mar. 6
How you buy that counts, It's/ <i>Berman</i> .....	46 July 10
Incentive contracts give VA broader scope/ <i>Jackson</i> .....	37 May 1
Inventories, It takes teamwork to cut/ <i>Dowst</i> .....	52 Nov. 27
Job-shop costs in line, Dollar-watch keeps/ <i>Dowst</i> .....	65 Jan. 23
Leadtime everybody's business, Make/ <i>Wulff</i> .....	58 Sept. 4
Make-or-buy a science, Make/ <i>Dowst</i> ..	55 Apr. 17
Make-or-buy: teamwork pays off/ <i>Wulff</i> ..	27 Dec. 25
Manage a million, How to/ <i>Dowst</i> .....	55 Sept. 4
Materials management cuts leadtimes ..	59 July 24
... and here's how .....	56 Aug. 21
Measure purchasing workload the easy way/ <i>Dowst</i> .....	66 Apr. 3
MRO: it needn't be run-of-the-mill/ <i>Stimson</i> .....	69 Nov. 13
PERT pulls the plant together/ <i>Wulff</i> ..	58 July 10
Planning by objectives steers purchasing to company goals/ <i>Clark</i> .....	49 Feb. 20
Plant visits: there's a lot to look for/ <i>Dowst</i> .....	48 Apr. 17
Price is right, Purchasing makes sure the/ <i>Berman</i> .....	67 Jan. 9
Profit center, Purchasing as a/ <i>Ammer</i> ..	80 June 26
Profit, Everyone wins when you 'think/ <i>Bantly</i> .....	45 Oct. 2
Purchasing goals stress in-plant involvement/ <i>Dowst</i> .....	53 Aug. 21
Purchasing stays small, but thinks big/ <i>Wulff</i> .....	53 Apr. 3
Reward buyers for what they save/ <i>Ashman</i> .....	

Savings split sparks VE ideas/ <i>Wulff</i> ....	56 May 15
Small orders, TWX your/ <i>Willets</i> .....	56 Oct. 2
Standardization team, Purchasing puts everyone on the .....	52 Sept. 4
Standardize supplies—set up a committee, To .....	70 Oct. 16
Stockless purchasing saves space and money/ <i>Dowst</i> .....	58 Mar. 6
Supplier rating, Buy your/ <i>Wulff</i> .....	56 Oct. 30
Supplier relations on a person-to-person basis, Put/ <i>Berman</i> .....	71 Mar. 20
Supplier, When the world is your .....	47 Oct. 30
Suppliers' computers, Purchasing 'talks business' with/ <i>Dowst</i> .....	47 May 29
Suppliers like to be evaluated, Good ..	89 Sept. 18
Suppliers—reward them, too, Crack down on .....	78 Nov. 13
Suppliers to cut your costs, Get your/ <i>Berman</i> .....	56 Apr. 3
Systems, Brainstorm your way to/ <i>Dowst</i> ..	53 Oct. 30
Transportation savings, P.A.'s train sights on .....	72 Aug. 7
VA: it doesn't mean a thing without follow-up .....	53 Apr. 17
VA projects, How to draw a bead on/ <i>Burdorf</i> and <i>Zaworski</i> .....	48 Mar. 6
Value Analysis: .....	May 1
Added value means more sales .....	65
Maintenance is down on downtime ..	64
Make your suppliers part of your team ..	67
Management looks at the profit line ..	57
Operating cost is the production bugaboo .....	61
People make the profits/ <i>Willets</i> ....	53
Sell the design engineer on a better idea ..	59
Value Analysis: vendors are vital/ <i>Wulff</i> ..	74 Mar. 20

### **FORMS, PROCEDURES, OFFICE EQUIPMENT, AUTOMATION**

At Dow—it's 'now' .....	86 June 12
Blanket orders+phone orders=50% less paperwork/ <i>Dowst</i> .....	58 Feb. 6
Blanket orders cut costs, reduce your inventory/ <i>Owens</i> .....	66 May 15
Blanket orders wrap up paperwork ....	69 July 24
Buying overseas—Does it really pay to import?/ <i>Combs</i> .....	70 Jan. 23
Buying system rates 'four stars', Film studio/ <i>Finnegan</i> .....	62 Aug. 21
Can't see what you're buying, When you/ <i>Dowst</i> .....	55 June 12
Catalog deadwood, Index axes/ <i>Searl</i> ....	34 Dec. 25
Catalog library in shape, Index keeps/ <i>Woolard</i> .....	58 Apr. 17
Central buying, Carborundum makes the switch to .....	49 Feb. 6
Central buying lets plant managers do their thing .....	64 May 15
Contract buying easy, Master fact-sheets make/ <i>Dowst</i> .....	62 Apr. 3
Control board keeps everyone on the ball ..	85 Nov. 13
Correspondence gets results, Informal/ <i>Dowst</i> .....	117 Jan. 9

Data network keeps tabs on materials all the way/ <i>Willets</i> .....	39 May 29
Defense buying, Three ways to put profit in/ <i>Wulff</i> .....	50 July 10
Eastern makes it easier to buy .....	52 Mar. 6
EDP is here to stay/ <i>Dowst</i> .....	63 Jan. 9
EDP, The buyer's role in/ <i>Dowst</i> .....	49 Oct. 16
Engineering contracts—they're your job/ <i>Stimson</i> .....	68 Jan. 23
Equipment and furniture: focus on function, durability, and cost .....	72 Oct. 16
Form saves \$30,000, Three-in-one/ <i>Stimson</i> .....	50 Mar. 6
Forms Forum—Martin Marietta Corp. .	88 Aug. 7
Forms Forum—The Quaker Oats Co. .	133 Jan. 23
Forms: get everyone in on the act .....	68 Oct. 16
History cards tell the story/ <i>Dowst</i> .....	93 Feb. 6
Information processing involves everybody .....	61 Oct. 16
Inventory control easy, Two-color cards make .....	76 June 26
Job-shop costs in line, Dollar-watch keeps/ <i>Dowst</i> .....	65 Jan. 23
Manual gives the facts of purchasing life/ <i>Berman</i> .....	62 Feb. 6
Manual hits the mark, Purchasing/ <i>Dowst</i> .....	83 June 12
Materials management cuts leadtimes, and here's how .....	59 July 24
Materials management works at WABCO .....	55 July 24
Materials Management: you don't have to be big to act big .....	70 June 26
Measure purchasing workload the easy way/ <i>Dowst</i> .....	56 Aug. 21
NAPM Conference Report .....	65 June 12
New machines mean better methods ..	76 Oct. 16
No p.o. means no delay .....	60 July 10
Office layout: up-to-the-minute at Hamilton Watch .....	72 Nov. 13
Paperwork, Cleancut system spirits away/ <i>Nurney</i> .....	32 Dec. 25
Paperwork, Let the computer do the/ <i>Wulff</i> .....	67 June 26
Punched card p.o.'s keep all departments happy/ <i>Wilkerson</i> .....	52 Oct. 2
Release form for local buys, Plant P.A. uses national .....	62 May 15
Running a one-man department: Simple systems buy time .....	61 Mar. 6
Stockless purchasing saves space and money/ <i>Dowst</i> .....	58
When the P.A. takes over . . ./ <i>Wulff</i> .....	56
Sample trample, Don't get caught in the/ <i>Dowst</i> .....	53 June 26
Shortcut systems crumple paperwork ..	73 Jan. 23
Small department makes points with management .....	59 Aug. 21
Small order problem, IMPAC ends the/ <i>Campbell</i> .....	82 Mar. 20
Small order problems—goodbye/ <i>Laughlin</i> .....	51 Apr. 17
Small orders, S.O.S. for/ <i>Stimson</i> .....	52 Feb. 6
Small orders, TWX your/ <i>Willets</i> .....	56 Oct. 2
Standardize supplies—set up a committee, To .....	70 Oct. 16
Stockless buying puts end to stationery stores .....	61 Feb. 6
Supplier data-files end sourcing guesswork .....	54 Nov. 27
Systems, Brainstorm your way to/ <i>Dowst</i> .....	53 Oct. 30

Systems end SEI's paper-mill, save \$90,000, New .....	44 Apr. 17
Systems simple, Keep your .....	59 Apr. 3
Unsnarling the red tape .....	85 Sept. 18
Who should bid, Computer tells/ <i>Kadick and Kallerman</i> .....	64 July 24

## INVENTORY CONTROL AND STORES OPERATION

Blanket orders cut costs, reduce your inventory/ <i>Owens</i> .....	66 May 15
Check your costs, Pick your parts to/ <i>Dowst</i> .....	41 Dec. 25
Coding system cuts MRO cost 5% .....	53 July 10
Contract buying easy, Master fact-sheets make/ <i>Dowst</i> .....	62 Apr. 3
Control board keeps everyone on the ball .....	85 Nov. 13
Data network keeps tabs on materials all the way/ <i>Willets</i> .....	39 May 29
Inventories, It takes teamwork to cut/ <i>Dowst</i> .....	52 Nov. 27
Inventory—and record keeping, too, Get rid of/ <i>Wulff</i> .....	71 Jan. 23
Inventory control easy, Two-color cards make .....	76 June 26
Leadtime everybody's business, Make/ <i>Wulff</i> .....	58 Sept. 4
Materials management is everybody's business/ <i>Wulff</i> .....	49 Oct. 2
Materials management works at WABCO .....	55 July 24
Materials Management: you don't have to be big to act big .....	70 June 26
MRO: it needn't be run-of-the-mill/ <i>Stimson</i> .....	66 Apr. 3
Paperwork, Let the computer do the/ <i>Wulff</i> .....	67 June 26
Punched card p.o.'s keep all departments happy/ <i>Wilkerson</i> .....	52 Oct. 2
Small order problems—goodbye/ <i>Laughlin</i> .....	51 Apr. 17
Standardization team, Purchasing puts everyone on the .....	52 Sept. 4
Stockless buying puts end to stationery stores .....	61 Feb. 6
Supplier, When the world is your .....	47 Oct. 30
Systems end SEI's paper-mill, save \$90,000, New .....	44 Apr. 17

## MATERIALS MANAGEMENT

Data network keeps tabs on materials all the way/ <i>Willets</i> .....	39 May 29
Manage a million, How to/ <i>Dowst</i> .....	55 Sept. 4
Manual—and how? Why write a/ <i>Farrell</i> .....	47 Sept. 4
Materials management cuts leadtimes, and here's how .....	59 July 24
Materials management is everybody's business/ <i>Wulff</i> .....	49 Oct. 2
Materials management works at WABCO .....	55 July 24
Materials Management: you don't have to be big to act big .....	70 June 26
Physical distribution: new opportunities for the P.A. ....	51 Aug. 7

# 1969 EDITORIAL INDEX

## Purchasing Magazine

pr. 17	Purchasing stays small, but thinks big/ Wulff .....	53 Aug. 21
pr. 3	Systems management means a new kind of purchasing/Van de Water .....	59 Jan. 9
pt. 18	Transportation IQ? What's your/Farrell .....	49 Aug. 7
uly 24		

D

### MATERIALS, PRODUCTS, PROCESSES, EQUIPMENT

May 15	Alloy bars: open sesame to design engi- neering/Chepko .....	82 Nov. 13
Dec. 25	Buck Rogers, P.A.?/Farrell .....	51 Aug. 21
uly 10	Buying for profit:	May 1
pr. 3	Materials .....	73
ov. 13	Parts & Components .....	145
	Supplies & Services .....	293
May 29	Tools & Equipment .....	241
Nov. 27	Buying techniques, Special:	Sept. 18
	Electronics—electrical .....	267
	Maintenance supplies .....	199
an. 23	Materials handling .....	249
une 26	Metals .....	137
pt. 4	Parts and components .....	101
ct. 2	Plastics—chemicals .....	287
uly 24	Power transmission .....	221
une 26	Production tools & equipment .....	157
pt. 4	Envelopes, How a pro buys/Wulff .....	67 July 24
ct. 2	Equipment and furniture: focus on func- tion, durability, and cost .....	72 Oct. 16
uly 24	Maintenance comes first, In the plant—/ Moffett .....	167 Dec. 11
une 26	Metalworking will reshape the P.A.'s job, How changes in/Wharen .....	117 Dec. 11
pr. 3	Packaging: the P.A. has to keep up with the breakthroughs/Holmgren .....	185 Dec. 11
une 26	Profile extrusions, New wrinkles in/ Fulmer .....	78 Mar. 20

### POLICIES, ADMINISTRATION

pr. 17	Black eye, Don't let purchasing get a/ Farrell .....	51 Apr. 3
eb. 6	Buyers leave? Why do/Farrell .....	59 Feb. 20
pt. 30	Buying system rates 'four stars', Film studio/Finnegan .....	62 Aug. 21
pr. 17	Central buying, Carborundum makes the switch to .....	49 Feb. 6
IT	Did we follow the doctor's orders?/ Farrell .....	43 Mar. 6
May 29	Managing the '70's: executive perspec- tive on purchasing's future .....	3 Dec. 11
pt. 4	Manual—and how? Why write a/Farrell .....	47 Sept. 4
pt. 4	Manual gives the facts of purchasing life/Berman .....	62 Feb. 6
uly 24	Manual hits the mark, Purchasing/Dowst .....	83 June 12
ct. 2	Purchasing can't be color-blind/Nolan .....	197 Dec. 11
uly 24	Reciprocity: What it is . . . How it works/Wulff .....	61 Nov. 13
pt. 2	Sales calls beat the clock, Planned/ Callom .....	54 Oct. 2
une 26	Salesman, You can't do business with a/ Gray .....	33 Oct. 30
ug. 7	Suppliers expendable? Are/Farrell .....	37 May 29

### PURCHASING & MANAGEMENT

	Black eye, Don't let purchasing get a/ Farrell .....	51 Apr. 3
	Casual remarks and cold realities/Farrell .....	1 Dec. 11
	Conglomerates affect purchasing, How/ Ammer .....	37 Dec. 11
	Conglomerates: the Washington view/ Weeksler .....	47 Dec. 11
	Cost reduction, Don't fudge on .....	78 June 26
	Crisis in purchasing, The/Willets .....	59 Nov. 13
	Don't break a contract, If you want your cake—/Gray .....	43 June 26
	Don't make a move—unless/Farrell .....	49 Apr. 17
	Financial side of purchasing manage- ment, The/Farrell .....	51 Jan. 9
	Management training, Use staff meetings for/Dowst .....	55 July 10
	Managing the '70's: executive perspec- tive on purchasing's future .....	3 Dec. 11
	Manual hits the mark, Purchasing/Dowst .....	83 June 12
	NAPM Conference Report .....	65 June 12
	'Office buyer', The end of the/Farrell ..	59 Oct. 16
	P.A.'s underpaid? Are/Hickey and Fin- negan .....	74 Nov. 13
	Physical distribution: new opportunities for the P.A. ....	51 Aug. 7
	Planning by objectives steers purchasing to company goals/Clark .....	58 July 10
	Plant site location, P.A. handles the action on/Wulff .....	44 May 29
	Profit center, Purchasing as a/Ammer ..	67 Jan. 9
	Purchasing: a route to the top/Finnegan ..	43 Nov. 27
	Purchasing can't be color-blind/Nolan ..	197 Dec. 11
	Purchasing goals stress in-plant involve- ment/Dowst .....	45 Oct. 2
	Purchasing management, New patterns in/Willets .....	56 Jan. 9
	Reciprocity: What it is . . . How it works/Wulff .....	61 Nov. 13
	Salaries: who makes what, Executive/ Hickey .....	47 Nov. 27
	Salary game to win, Play the/Hickey and Finnegan .....	36 Dec. 25
	Small department makes points with management .....	59 Aug. 21
	Systems management means a new kind of purchasing/Van de Water .....	59 Jan. 9
	Tomorrow's managers/Farrell .....	53 Jan. 9
	Trade relations and reciprocity? What's the difference between .....	65 Nov. 13
	VA: management looks at the profit line ..	56 May 1

### PURCHASING ECONOMICS

	Conglomerates affect purchasing, How/ Ammer .....	37 Dec. 11
	Conglomerates: the Washington view/ Weeksler .....	47 Dec. 11
	Crisis in purchasing, The/Willets .....	59 Nov. 13
	Distributors? Who needs/Farrell .....	77 Sept. 18
	Don't make a move—unless/Farrell .....	49 Apr. 17
	Economy in Seventies, Peace priorities to mark U.S./Weeksler .....	25 Dec. 11
	Fight fire with fundamentals/Farrell .....	53 July 24
	Get into this world/Farrell .....	65 June 26
	Get what you pay for/Willets .....	25 Dec. 25

Industrial distributors: what they can do for purchasing's future/ <i>Willets</i> .....	81 Sept. 18
Managing the '70's: executive perspective on purchasing's future .....	3 Dec. 11
Medicine that makes you sicker, The/ <i>Farrell</i> .....	45 July 10
NAPM Conference Report .....	65 June 12
P.A.'s underpaid? Are/ <i>Hickey</i> and <i>Finnegan</i> .....	74 Nov. 13
Plant site location, P.A. handles the action on/ <i>Wulff</i> .....	44 May 29
Purchasing can't be color-blind/ <i>Nolan</i> .....	197 Dec. 11
Purchasing over a barrel/ <i>Farrell</i> .....	45 Oct. 30
Reciprocity: What it is . . . How it works/ <i>Wulff</i> .....	61 Nov. 13
Rubes and the robbers, The/ <i>Farrell</i> ....	43 Oct. 2
Salaries: who makes what, Executive/ <i>Hickey</i> .....	47 Nov. 27
Trade relations and reciprocity? What's the difference between .....	65 Nov. 13

## PURCHASING, GENERAL

Are they talking about you?/ <i>Farrell</i> ....	55 May 15
Bibliography, A basic purchasing .....	70 Mar. 20
Blanket orders wrap up paperwork ....	69 July 24
Buck Rogers, P.A.?/ <i>Farrell</i> .....	51 Aug. 21
Buying overseas—Does it really pay to import?/ <i>Combs</i> .....	70 Jan. 23
Catalog library in shape, Index keeps/ <i>Woolard</i> .....	58 Apr. 17
Central buying, Carborundum makes the switch to .....	49 Feb. 6
Central buying lets plant managers do their thing .....	64 May 15
Centralized? Decentralized?—get the best of both .....	42 May 29
Conglomerates affect purchasing, How/ <i>Ammer</i> .....	37 Dec. 11
Conglomerates: the Washington view/ <i>Weeksler</i> .....	47 Dec. 11
Design-purchasing conflict: it should end in the '70's/ <i>Kircher</i> .....	59 Dec. 11
Did we follow the doctor's orders?/ <i>Farrell</i> .....	43 Mar. 6
Eastern makes it easier to buy .....	52 Mar. 6
EDP is here to stay/ <i>Dowst</i> .....	63 Jan. 9
Fight fire with fundamentals/ <i>Farrell</i> ....	53 July 24
Get what you pay for/ <i>Willets</i> .....	25 Dec. 25
Industrial distributors: what they can do for purchasing's future/ <i>Willets</i> ..	81 Sept. 18
Managing the '70's: executive perspective on purchasing's future .....	3 Dec. 11
Manual—and how? Why write a/ <i>Farrell</i> ..	47 Sept. 4
Manual hits the mark, Purchasing/ <i>Dowst</i> ..	83 June 12
Metalworking will reshape the P.A.'s job, How changes in/ <i>Wharen</i> .....	117 Dec. 11
NAPM Conference Report .....	65 June 12
Office layout: up-to-the-minute at Hamilton Watch .....	72 Nov. 13
PERT pulls the plant together/ <i>Wulff</i> ..	69 Nov. 13
Planning by objectives steers purchasing to company goals/ <i>Clark</i> .....	58 July 10

Plant site location, P.A. handles the action on/ <i>Wulff</i> .....	44 May 29
Profit center, Purchasing as a/ <i>Ammer</i> ..	67 Jan. 9
Purchasing management, New patterns in/ <i>Willets</i> .....	56 Jan. 9
Purchasing: a route to the top/ <i>Finnegan</i> ..	43 Nov. 27
Purchasing can't be color blind/ <i>Nolan</i> ..	197 Dec. 11
Purchasing goals stress in-plant involvement/ <i>Dowst</i> .....	45 Oct. 2
Purchasing over a barrel/ <i>Farrell</i> .....	45 Oct. 30
Purchasing stays small, but thinks big/ <i>Wulff</i> .....	53 Aug. 21
Running a one-man department: Simple systems buy time .....	61 Mar. 6
Stockless purchasing saves space and money/ <i>Dowst</i> .....	58
When the P.A. takes over . . ./ <i>Wulff</i> ..	56
Supplier, When the world is your .....	47 Oct. 30
Taxes, Get more for your/ <i>Farrell</i> .....	63 June 12
What do you want from me?/ <i>Farrell</i> ....	41 Nov. 27

## PURCHASING LAW

Anti-trust violations: all it takes is a wink/ <i>Gray</i> .....	41 Aug. 21
Arbitrate, It takes two to/ <i>Gray</i> .....	41 Nov. 13
Authority does the P.A. have? How much/ <i>Gray</i> .....	39 Apr. 17
Bill of lading, You can be two-timed by a/ <i>Gray</i> .....	39 Oct. 2
Caveat emptor: when does it apply?/ <i>Gray</i> .....	39 July 24
Conglomerates: the Washington view/ <i>Weeksler</i> .....	47 Dec. 11
Consignment? When is a/ <i>Gray</i> .....	35 Nov. 27
Damage in transit? Who's responsible for/ <i>Jackson</i> .....	37 Aug. 7
Don't break a contract, If you want your cake—/ <i>Gray</i> .....	43 June 26
How truthful must a vendor be?/ <i>Gray</i> ..	41 Jan. 9
If you want it yesterday—say so/ <i>Gray</i> ..	45 June 12
Incentive contracts give VA broader scope/ <i>Jackson</i> .....	37 May 1
It's what's inside that counts/ <i>Gray</i> ....	41 Feb. 20
Product failure: who's responsible, manufacturer or distributor?/ <i>Jackson</i> ....	45 Sept. 18
Recent decisions in purchasing law/ <i>Gray</i> ..	39 Feb. 6
Recent decisions in purchasing law/ <i>Gray</i> ..	45 May 15
Recent decisions in purchasing law/ <i>Gray</i> ..	37 Sept. 4
Recent decisions in purchasing law/ <i>Gray</i> ..	23 Dec. 25
Reciprocity: What it is . . . How it works/ <i>Wulff</i> .....	61 Nov. 13
Right of choice, Both buyer and seller have the/ <i>Gray</i> .....	31 May 29
Supplier goofs? What happens when a/ <i>Gray</i> .....	41 Apr. 3
Supplier strike out? Can a/ <i>Gray</i> .....	39 July 10
Terms of an option, You can't change the/ <i>Gray</i> .....	37 Mar. 6
Uniform Commercial Code: it's a bonus for buyers/ <i>Jackson</i> .....	54 Feb. 6
Vendor can't say 'no,' The/ <i>Gray</i> .....	41 Oct. 16
Vendor to do the impossible, You can't expect a/ <i>Gray</i> .....	53 Jan. 23

# 1969 EDITORIAL INDEX

## Purchasing Magazine

### RELATIONS WITH OTHER DEPARTMENTS

May 29	Buyer training is for small departments,	61 July 24
Jan. 9	tool/ <i>Berman</i> .....	
Nov. 27	Can't see what you're buying, When	55 June 12
Dec. 11	you/ <i>Dowst</i> .....	
Oct. 2	Centralized? Decentralized?—get the	42 May 29
Oct. 30	best of both .....	63 Jan. 23
Aug. 21	Conflict: is it always bad?/ <i>Farrell</i> .....	85 Nov. 13
Mar. 6	Control board keeps everyone on the	59 Dec. 11
	ball .....	51 May 1
	Design-purchasing conflict: it should end	64 Aug. 21
	in the 70's/ <i>Kircher</i> .....	
Oct. 30	Don't let tradition slow down VA/ <i>Farrell</i>	68 Jan. 23
June 12	Engineering, Bridge the gap to .....	68 Oct. 16
Nov. 27	Engineering contracts—they're <i>your job</i> /	46 July 10
	<i>Stimson</i> .....	
	Forms: get everyone in on the act .....	61 Oct. 16
	How you buy that counts, It's/ <i>Berman</i> ..	52 Nov. 27
	Information processing involves every-	58 Sept. 4
	body .....	
Aug. 21	Inventories, It takes teamwork to cut/	167 Dec. 11
Nov. 13	<i>Dowst</i> .....	55 Apr. 17
Apr. 17	Leadtime everybody's business, Make/	27 Dec. 25
Oct. 2	<i>Wulff</i> .....	55 Sept. 4
July 24	Maintenance comes first, In the plant—/	62 Feb. 6
Dec. 11	<i>Moffett</i> .....	83 June 12
Nov. 27	Make-or-buy a science, Make/ <i>Dowst</i> ..	49 Oct. 2
Aug. 7	Make-or-buy: teamwork pays off/ <i>Wulff</i>	55 July 24
June 26	Manage a million, How to/ <i>Dowst</i> .....	117 Dec. 11
Jan. 9	Manual gives the facts of purchasing	47 Feb. 6
June 12	life/ <i>Berman</i> .....	73 June 26
May 1	Manual hits the mark, Purchasing/	69 Nov. 13
Feb. 20	<i>Dowst</i> .....	48 Apr. 17
Sept. 18	Materials management is everybody's	52 Oct. 2
Feb. 6	business/ <i>Wulff</i> .....	45 Oct. 2
May 15	Materials management works at WABCO	93 Sept. 18
Dec. 25	Metalworking will reshape the P.A.'s job,	53 June 26
Nov. 13	How changes in/ <i>Wharen</i> .....	82 Mar. 20
May 29	Mind-reading for profit/ <i>Farrell</i> .....	53 Oct. 30
Apr. 3	Open-House swing, How to make an/	157 Dec. 11
July 10	<i>Berman</i> .....	65 May 1
Mar. 6	PERT pulls the plant together/ <i>Wulff</i> ..	64 May 1
Feb. 6	Price is right, Purchasing makes sure	61 May 1
Oct. 16	the/ <i>Berman</i> .....	53 May 1
Jan. 23	Punched card p.o.'s keep all depart-	58 May 1
	ments happy/ <i>Wilkerson</i> .....	35 Nov. 27
	Purchasing goals stress in-plant involve-	
	ment/ <i>Dowst</i> .....	
	Sales calls, Get more out of those/ <i>Mantle</i>	
	Salesmen, Profitable talks with .....	
	Sample-trample, Don't get caught in the/	
	<i>Dowst</i> .....	
	Small order problem, IMPAC ends the/	
	<i>Campbell</i> .....	
	Systems, Brainstorm your way to/ <i>Dowst</i>	
	Transportation in the 70's: problems all	
	around/ <i>Tinghitella</i> .....	
	VA: added value means more sales .....	
	VA: maintenance is down on downtime	
	VA: operating cost is the production	
	bugaboo .....	
	VA: people make the profits/ <i>Willets</i> ...	
	VA: sell the design engineer on a	
	better idea .....	
	What do you want from me?/ <i>Farrell</i> ..	

### RELATIONS WITH SUPPLIERS

41 Nov. 13	Arbitrate, It takes two to/ <i>Gray</i> .....
55 May 15	Are they talking about you?/ <i>Farrell</i> ....
86 June 12	At Dow—it's 'now' .....
58 Feb. 6	Blanket orders+phone orders=50% less
	paperwork/ <i>Dowst</i> .....
62 Aug. 21	Buying system rates 'four stars', film
34 Dec. 25	studio/ <i>Finnegan</i> .....
	Catalog deadwood, Index axes/ <i>Searl</i> ...
39 July 24	Caveat emptor: when does it apply?/ <i>Gray</i> .....
64 May 15	Central buying lets plant managers do
35 Nov. 27	their thing .....
60 Sept. 4	Consignment? When is a/ <i>Gray</i> .....
50 July 10	Copier ends split-shipment chaos .....
90 Sept. 18	Defense buying, Three ways to put profit
77 Sept. 18	in/ <i>Wulff</i> .....
25 Dec. 25	Distributor, What to look for in a ....
41 Jan. 9	Distributors? Who needs/ <i>Farrell</i> .....
37 May 1	Get what you pay for/ <i>Willets</i> .....
81 Sept. 18	How truthful must a vendor be?/ <i>Gray</i>
71 Jan. 23	Incentive contracts give VA broader
83 June 12	scope/ <i>Jackson</i> .....
66 Apr. 3	Industrial distributors: what they can
60 July 10	do for purchasing's future <i>Willets</i> ...
73 June 26	Inventory—and record keeping, too, Get
185 Dec. 11	rid of/ <i>Wulff</i> .....
49 Feb. 20	Manual hits the mark, Purchasing/ <i>Dowst</i>
45 Sept. 18	MRO: it needn't be run-of-the-mill/
61 Nov. 13	<i>Stimson</i> .....
43 Oct. 2	No p.o. means no delay .....
54 Oct. 2	Open-House swing, How to make an/
65-Apr. 3	<i>Berman</i> .....
33 Oct. 30	Packaging: the P.A. has to keep up with
53 Mar. 20	the breakthroughs/ <i>Holmgren</i> .....
93 Sept. 18	Plant visits: there's a lot to look for/
53 June 26	<i>Dowst</i> .....
56 May 15	Product failure: who's responsible, manu-
82 Mar. 20	facturer or distributor?/ <i>Jackson</i> ....
51 Apr. 17	Reciprocity: What it is . . . How it
56 Oct. 2	works/ <i>Wulff</i> .....
61 Feb. 6	Rubes and the robbers, The/ <i>Farrell</i> ....
54 Nov. 27	Sales calls beat the clock, Planned/
Feb. 20	<i>Callom</i> .....
	Sales calls, Get more out of those/ <i>Mantle</i>
	Salesman, You can't do business with a/
	<i>Gray</i> .....
	Salesmen, How to handle problem/ <i>Dowst</i>
	Salesmen, Profitable talks with .....
	Sample-trample, Don't get caught in the/
	<i>Dowst</i> .....
	Savings split sparks VE ideas/ <i>Wulff</i> ...
	Small order problem, IMPAC ends the/
	<i>Campbell</i> .....
	Small order problems—goodbye!/ <i>Laugh-</i>
	<i>lin</i> .....
	Small orders, TWX your/ <i>Willets</i> .....
	Stockless buying puts end to stationery
	stores .....
	Supplier data-files end sourcing guess-
	work .....
	Supplier evaluation:
	Check vendors the easy way .....
	It pays to work with the inner-city
	vendor/ <i>Stimson</i> .....
	Rate quality by computer/ <i>Wulff</i> ....
	Rating system has vendors' number ..

Supplier evaluation (Cont.):	Feb. 20
Skil judges vendors in real-time/Dillon	75
SPQR: the total way to size up suppliers/Willets	61
When price is the same—delivery and quality count	66
Supplier goofs? What happens when a/Gray	41 Apr. 3
Supplier rating, Buy your/Wulff	56 Oct. 30
Supplier relations on a person-to-person basis, Put/Berman	71 Mar. 20
Supplier strike, How to improve/Farrell	61 Mar. 20
Supplier strike out? Can a/Gray	39 July 10
Supplier, When the world is your	47 Oct. 30
Suppliers' computers, Purchasing 'talks business' with/Dowst	47 May 29
Suppliers expendable? Are/Farrell	37 May 29
Suppliers like to be evaluated, Good	89 Sept. 18
Suppliers—reward them too, Crack down on/Berman	56 Apr. 3
Suppliers to cut your costs, Get your/down on	78 Nov. 13
Trade relations and reciprocity? What's the difference between	65 Nov. 13
25 steps to good supplier relations/Dowst	91 Nov. 13
Unsnarling the red tape	85 Sept. 18
VA: make your suppliers part of your team	67 May 1
Value Analysis: vendors are vital/Wulff	74 Mar. 20
Vendor can't say 'no', The/Gray	41 Oct. 16
Who should bid, Computer tells/Kadick and Kallerman	64 July 24

## TRAFFIC & TRANSPORTATION

Air freight: forget the rate—it's total cost that counts	54 Aug. 7
Bill of lading, You can be two-timed by a/Gray	39 Oct. 2
Damage in transit? Who's responsible for/Jackson	37 Aug. 7
Fewer carriers—lower costs	50 Oct. 30
Inland waterways: the name of the game is bulk	67 Aug. 7
Ocean shipping: the focus is on containerization	70 Aug. 7
Physical distribution: new opportunities for the P.A.	51 Aug. 7
Plant site location, P.A. handles the action on/Wulff	44 May 29
Private trucking: delivery anywhere, any time	60 Aug. 7
Rail freight: new services put railroads back on the track	64 Aug. 7
Suppliers—reward them, too, Crack down on	78 Nov. 13
Transportation in the 70's: problems all around/Tinghitella	157 Dec. 11
Transportation IQ? What's your/Farrell	49 Aug. 7
Transportation savings, P.A.'s train sights on	72 Aug. 7
Trucking: door-to-door service, flexibility are keys	58 Aug. 7

## TRAINING, EDUCATION, AND SELECTION OF PERSONNEL

Bibliography, A basic purchasing	70 Mar. 20
Buyer, How to hire a/Witkin	68 Apr. 3
Buyer performance? What's the norm for/Ashman	81 June 12
Buyers leave? Why do/Farrell	59 Feb. 20
Buyer training is for small departments, tool/Berman	61 July 24
Buyers, recruit them, train them, To get better/Dowst	59 May 15
Casual remarks and cold realities/Farrell	1 Dec. 11
Crisis in purchasing, The/Willets	59 Nov. 13
History cards tell the story/Dowst	93 Feb. 6
Management training, Use staff meetings for/Dowst	55 July 10
'Office buyer', The end of the/Farrell	59 Oct. 16
P.A.'s underpaid? Are/Hickey and Finnegan	74 Nov. 13
Profit', Everyone wins when you 'think/Bantly	80 June 26
Purchasing: a route to the top/Finnegan	43 Nov. 27
Purchasing can't be color-blind/Nolan	197 Dec. 11
Purchasing training: a blueprint for progress/Dowst	64 Mar. 20
Reward buyers for what they save/Ashman	53 Apr. 3
Salaries: who makes what, Executive/Hickey	47 Nov. 27
Salary game to win, Play the/Hickey and Finnegan	36 Dec. 25
Systems end SEI's paper-mill, save \$90,000, New	44 Apr. 17
Team of buying pros, MoPac builds a/Berman	45 Mar. 6

## INDEX BY AUTHOR

<b>Ammer, Dean S.</b>	
How conglomerates affect purchasing	37 Dec. 11
Purchasing as a profit center	67 Jan. 9
<b>Ashman, Vincent J.</b>	
Reward buyers for what they save	53 Apr. 3
What's the norm for buyer performance?	81 June 12
<b>Bantly, Neil</b>	
Everyone wins when you 'think profit'	80 June 26
<b>Berman, Harvey J.</b>	
Buyer training is for small departments, tool	61 July 24
Get your suppliers to cut your costs	56 Apr. 3
How to make an Open-House swing	73 June 26
It's how you buy that counts	46 July 10
Manual gives the facts of purchasing life	62 Feb. 6
MoPac builds a team of buying pros	45 Mar. 6
Purchasing makes sure the price is right	48 Apr. 17
Put supplier relations on a person-to-person basis	71 Mar. 20
Rating system has vendors' number	71 Feb. 20
<b>Burdorff, Lester F.</b>	
How to draw a bead on VA projects	48 Mar. 6

# 1969 EDITORIAL INDEX

## Purchasing Magazine

**Callom, Frank L.**  
Planned sales calls beat the clock ..... 54 Oct. 2

**Campbell, Charles H.**  
IMPAC ends the small order problem .. 82 Mar. 20

**Chepko, Frank E.**  
Alloy bars: open sesame to design engineering ..... 82 Nov. 13

**Clark, Lee**  
Planning by objectives steers purchasing to company goals ..... 58 July 10

**Combs, Paul**  
Buying overseas—Does it really pay to import? ..... 70 Jan. 23

**Dillon, Thomas F. X.**  
Skill judges vendors in real-time ..... 75 Feb. 20

**Dowst, Somerby**  
Blanket orders—phone orders=50% less paperwork ..... 58 Feb. 6  
Brainstorm your way to systems ..... 53 Oct. 30  
Dollar-watch keeps job-shop costs in line ..... 65 Jan. 23  
Don't get caught in the sample-trample .. 53 June 26  
EDP is here to stay ..... 63 Jan. 9  
History cards tell the story ..... 93 Feb. 6  
How to handle problem salesmen ..... 53 Mar. 20  
How to manage a million ..... 55 Sept. 4  
Informal correspondence gets results ... 117 Jan. 9  
It takes teamwork to cut inventories ... 52 Nov. 27  
Make make-or-buy a science ..... 55 Apr. 17  
Master fact-sheets make contract buying easy ..... 62 Apr. 3  
Measure purchasing workload the easy way ..... 56 Aug. 21  
Pick your parts to check your costs .... 41 Dec. 25  
Plant visits: there's a lot to look for ... 49 Feb. 20  
Purchasing goals stress in-plant involvement ..... 45 Oct. 2  
Purchasing manual hits the mark ..... 83 June 12  
Purchasing 'talks business' with suppliers' computers ..... 47 May 29  
Purchasing training: a blueprint for progress ..... 64 Mar. 20  
Stockless purchasing saves space and money ..... 58 Mar. 6  
The buyer's role in EDP ..... 49 Oct. 16  
To get better buyers, recruit them, train them ..... 59 May 15  
25 steps to good supplier relations .... 91 Nov. 13  
Use staff meetings for management training ..... 55 July 10  
When you can't see what you're buying ..... 55 June 12

**Farrell, Paul V.**  
Are suppliers expendable? ..... 37 May 29  
Are they talking about you? ..... 55 May 15  
Buck Rogers, P.A.? ..... 51 Aug. 21

Casual remarks and cold realities ..... 1 Dec. 11  
Conflict: is it always bad? ..... 63 Jan. 23  
Did we follow the doctor's orders? .... 43 Mar. 6  
Don't let purchasing get a black eye. .. 51 Apr. 3  
Don't let tradition slow down VA ..... 51 May 1  
Don't make a move—unless ..... 49 Apr. 17  
Fight fire with fundamentals ..... 53 July 24  
Get into this world ..... 65 June 26  
Get more for your taxes ..... 63 June 12  
How to improve supplier service ..... 61 Mar. 20  
Mind-reading for profit ..... 47 Feb. 6  
Purchasing over a barrel ..... 45 Oct. 30  
The end of the 'office buyer' ..... 59 Oct. 16  
The financial side of purchasing management ..... 51 Jan. 9  
The medicine that makes you sicker ... 45 July 10  
The rubes and the robbers ..... 43 Oct. 2  
Tomorrow's managers ..... 53 Jan. 9  
What do you want from me? ..... 41 Nov. 27  
What's your transportation IQ? ..... 49 Aug. 7  
Who needs distributors? ..... 77 Sept. 18  
Why do buyers leave? ..... 59 Feb. 20  
Why write a manual—and how? ..... 47 Sept. 4

**Finnegan, Tom**  
Are P.A.'s underpaid? ..... 74 Nov. 13  
Film studio buying system rates 'four stars' ..... 62 Aug. 21  
Play the salary game to win ..... 36 Dec. 25  
Purchasing: a route to the top ..... 43 Nov. 27

**Fulmer, Gary**  
New wrinkles in profile extrusions ..... 78 Mar. 20

**Gray, Albert Woodruff**  
Anti-trust violations: all it takes is a wink  
Both buyer and seller have the right of choice ..... 31 May 29  
Can a supplier strike out? ..... 39 July 10  
Caveat emptor: when does it apply? .. 39 July 24  
How much authority does the P.A. have? 39 Apr. 17  
How truthful must a vendor be? ..... 41 Jan. 9  
If you want it yesterday—say so ..... 45 June 12  
If you want your cake—don't break a contract ..... 43 June 26  
It's what's inside that counts ..... 41 Feb. 20  
It takes two to arbitrate ..... 41 Nov. 13  
Recent decisions in purchasing law ..... 39 Feb. 6  
Recent decisions in purchasing law .... 45 May 15  
Recent decisions in purchasing law ..... 37 Sept. 4  
Recent decisions in purchasing law ..... 23 Dec. 25  
The vendor can't say 'no' ..... 41 Oct. 16  
What happens when a supplier goofs? .. 41 Apr. 3  
When is a consignment? ..... 35 Nov. 27  
You can be two-timed by a bill of lading 39 Oct. 2  
You can't change the terms of an option 37 Mar. 6  
You can't do business with a salesman ... 33 Oct. 30  
You can't expect a vendor to do the 'impossible' ..... 53 Jan. 23

**Hickey, John V.**  
Are P.A.'s underpaid? ..... 74 Nov. 13  
Executive salaries: who makes what ... 47 Nov. 27  
Play the salary game to win ..... 36 Dec. 25

# 1969 EDITORIAL INDEX

## Purchasing Magazine

<b>Holmgren, Bruce</b> Packaging: the P.A. has to keep up with the breakthroughs .....	185 Dec. 11	<b>Van de Water, John</b> Systems management means a new kind of purchasing .....	59 Jan. 9
<b>Jackson, John D.</b> Incentive contracts give VA broader scope Product failure: who's responsible, manu- facturer or distributor? .....	37 May 1 45 Sept. 18	<b>Wecksler, A. N.</b> Conglomerates: the Washington view .. Peace priorities to mark U.S. economy in Seventies .....	47 Dec. 11 25 Dec. 11
Uniform Commercial Code: it's a bonus for buyers .....	54 Feb. 6	<b>Wharen, Harry S.</b> How changes in metalworking will re- shape the P.A.'s job .....	37 Aug. 7 117 Dec. 11
<b>Kadick, N. N.</b> Computer tells who should bid .....	64 July 24	<b>Wilkerson, Ken</b> Punched card p.o.'s keep all departments happy .....	52 Oct. 2
<b>Kallerman, R. A.</b> Computer tells who should bid .....	64 July 24	<b>Willets, Walter E.</b> Data network keeps tabs on materials all the way .....	39 May 29 25 Dec. 25
<b>Kircher, Kurt</b> Design-purchasing conflict: it should end in the 70's .....	59 Dec. 11	Get what you pay for .....	81 Sept. 18
<b>Laughlin, Don</b> Small order problems—goodbye! .....	51 Apr. 17	Industrial distributors: what they can do for purchasing's future .....	56 Jan. 9 61 Feb. 20
<b>Mantle, Burr W.</b> Get more out of those sales calls .....	65 Apr. 3	New patterns in purchasing management SPQR: the total way to size up suppliers The crisis in purchasing .....	59 Nov. 13 56 Oct. 2 53 May 1
<b>Moffett, Robert K.</b> In the plant—maintenance comes first ..	167 Dec. 11	TWX your small orders .....	
<b>Nolan, Dick</b> Purchasing can't be color-blind .....	197 Dec. 11	VA: people make the profits .....	
<b>Nurney, John</b> Cleancut system spirits away paperwork ..	32 Dec. 25	<b>Witkin, Dr. Arthur</b> How to hire a buyer .....	68 Apr. 3
<b>Owens, A. E.</b> Blanket orders cut costs, reduce your in- ventory .....	66 May 15	<b>Woolard, Gerald J.</b> Index keeps catalog library in shape ..	58 Apr. 17
<b>Searl, Clinton</b> Index axes catalog deadwood .....	34 Dec. 25	<b>Wulff, Peter</b> Buy your supplier rating .....	56 Oct. 30
<b>Stimson, Mike</b> Engineering contracts—they're your job It pays to work with the inner-city vendor MRO: it needn't be run-of-the-mill ....	68 Jan. 23 77 Feb. 20 66 Apr. 3	Get rid of inventory—and record- keeping, too .....	71 Jan. 23
S.O.S. for small orders .....	52 Feb. 6	How a pro buys envelopes .....	67 July 24
Three-in-one form saves \$30,000 .....	50 Mar. 6	Let the computer do the paperwork ....	67 June 26
<b>Tinghitella, Stephen</b> Transportation in the 70's: problems all around .....	157 Dec. 11	Make leadtime everybody's business ....	58 Sept. 4
		Make-or-buy: teamwork pays off .....	27 Dec. 25
		Materials management is everybody's business .....	49 Oct. 2
		P.A. handles the action on plant site loca- tion .....	44 May 29
		PERT pulls the plant together .....	69 Nov. 13
		Purchasing stays small, but thinks big ..	53 Aug. 21
		Rate quality by computer .....	68 Feb. 20
		Reciprocity: What it is ... How it works	61 Nov. 13
		Savings split sparks VE ideas .....	56 May 15
		Three ways to put profit in defense buy- ing .....	50 July 10
		Value Analysis: vendors are vital .....	74 Mar. 20
		When the P.A. take over .....	56 Mar. 6
		<b>Zaworski, Richard A.</b> How to draw a bead on VA projects ....	48 Mar. 6

a. 9

ec. 11

ec. 11

ec. 11

t. 2

ny 29

ec. 25

pt. 18

n. 9

b. 20

ov. 13

t. 2

ny 1

or. 3

r. 17

t. 30

n. 23

ly 24

ne 26

pt. 4

ec. 25

t. 2

ny 29

ov. 13

g. 21

b. 20

ov. 13

ny 15

ly 10

ar. 20

ar. 6

ar. 6